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# BETZ TREE NEWS

Say It With Trees And Provide Our 26,000,000 Pupils In School With Lumber  
Over 125 Million Trees, Walnuts and Tree Seeds Sent From This Office, Planted By Over 600,000 Pupils

PUBLISHED BY FRANK S. BETZ

JANUARY, 1933

BETZ BUILDING, HAMMOND, INDIANA

Price list of trees & tree seeds



## YOUR FIRST OPPORTUNITY TO BUY THE MOST EXPENSIVE LINE

OF GRAFTED ANDORRA, CHINESE, COLORADO, GOLDEN TIPPED, IRISH, SPINY GREEK, SWEDISH, JAPANESE, PFITZER, PROSTRATE, SAVIN, AND VIRGINIA JUNIPERS which few ever saw at PRICES NEVER HEARD OF.

How many know it costs more to produce one grafted tree listed below than it does 25 trees from seed?

We also offer to deliver to your door, charges paid, regular 3 year old PINES, SPRUCE, YEW, RHODODENDRONS, PERSIAN LILAC, ROSE OF SHARON, TREE OF HEAVEN, WEEPING WILLOW, AND 50 OTHER VARIETIES for less money than you could hire a man to go out in the field and dig them if they were free.

If 6 to 7 year old grafted trees are worth from \$5 to \$15 each, why not buy 10 SMALLER TREES, say 3 or 4 years old which will cost less than one large tree and in a short time each tree will be worth from \$5 to \$15. While you can get beautiful grafted trees for less than trees grown from seed formerly sold for, why not get your neighbors to join you and order several varieties and divide.

By beautifying their lawns it will add to the value of your property and inspire others to plant trees.

They also add worth of evergreen trees grown from seed will add over \$100 to the value of property: by investing \$5 or \$10 for GRAFTED EVERGREEN TREES IT SHOULD INCREASE THE VALUE OF YOUR PROPERTY MANY TIMES \$100.

All Evergreen Trees are 3 or more years old and from the oldest, largest and best-known nurseries.

Never was an offer like this made before. Order what you require for your LAWN, PARKS, HIGHWAYS, PUPILS, BOYS AND GIRL SCOUTS, 4-H CLUBS, ETC.

THE PRICE BELOW IS FOR TREES DELIVERED WITHIN 300 MILES OF CHICAGO. FROM 300 to 600 MILES ADD 8 CENTS FOR EACH BUNDLE. Over 600 miles — if on account of weather conditions we find it safer, the trees will go by express with EXTRA PACKING OF WATER-PROOF OIL PAPER instead of in an AIR-TIGHT MAIL BAG AND POSTAGE WILL BE RETURNED.

SPECIAL PRICE ON ORDERS FOR \$25 OR MORE.

	10 Trees	25 Trees
Arbor Vitae, American X 8-10"	.50	1.00
" " " X 10-12"	.60	1.25
" " " XX 15-18"	1.00	2.00
" " " Chinese X 8-10"	.80	1.25
" " " X 10-12"	.30	1.40
" " " XX 18-24"	1.25	2.25
" " " Glohe XX 6-8"	1.25	2.75
" " " XX 8-10"	1.50	3.00
" " " XX 10-12"	5.00	10.00
" " " Pyramidal XX 8-10"	1.50	3.00
" " " XX 10-12"	2.25	4.50
" " " Siberian 12-18"	4.75	9.50
" " " XX 8-10"	1.25	3.00
" " " XX 12-18"	4.75	9.50
Boxwood X 5-8"	1.10	2.25
" " " XX 8-12"	1.50	3.00
Cedar, American XX 10-12"	.60	1.25
" " " XX 15-18"	1.00	2.00
Cedrus Deodora, X 10-15"	1.50	2.75
Fir, Balsam X 8-10"	.75	1.50
" Concolor X 6-8"	.00	1.25
" Douglas X 6-10"	1.00	1.75
Hemlock, Canadian 6-12"	.75	1.50
" " " X 12-18"	1.50	2.50
Juniper, Andorra XX 8-10"	2.50	5.00
" " " XX 10-12"	3.50	6.25
" " " Chinese S 6-8"	1.25	2.00
" " " S 8-10"	1.50	3.00
" " " XX 12-18"	3.00	6.50
" " " Colorado S 8-10"	1.10	2.25
" " " XX 10-12"	3.50	6.50
" " " Golden Prostrate XX 8-10"	3.50	7.00
" " " Golden Tip XX 8-10"	3.50	6.00
" " " Koster Blue XX 8-10"	3.50	6.50
" " " Irish XX 8-12"	2.00	4.00
" " " XX 12-15"	3.50	6.00
" " " Japanese XX 8-10"	3.50	6.50
" " " Pfitzer XX 8-10"	2.50	5.00
" " " XX 10-12"	3.50	6.50
" " " XX 12-18"	6.00	12.00
" " " Prostrate S 6-8"	1.00	2.00
" " " XX 10-12"	3.50	6.50
" " " Savin XX 6-8"	2.25	4.25
" " " XX 8-10"	3.00	5.75

Juniper, Savin, 10-12"	3.50	6.50
" " Spiny Greek XX 6-8"	1.75	3.25
" " " XX 8-10"	2.25	4.50
" " Swedish XX 8-10"	3.00	6.50
" " Virginia 8-12"	1.25	2.50
" " " 12-18"	1.75	3.25
Pine, Austrian 6-10"	.60	1.00
" Banks 6-10"	.60	1.00
" Himalayan 10-15"	1.50	2.75
" Japanese Red 8-12"	.60	1.25
" Mugho 5-12"	.75	1.50
" Scotch 5-10"	.60	1.00
Rhododendron, Hardy 8-15"	2.25	4.00
Spruce, Black Hill 4-12"	.60	1.50
" Col. Blue, 3 year old	.65	1.25
" " " XX 12-15"	4.00	7.50
" " " Silver 6-8"	.75	1.50
" " Norway 3 year 5-8"	.40	.80
" " " 8-12"	.65	1.25
" " White, 3 year 5-8"	.50	1.00
Yew, American 10-15"	2.00	3.50
" Japanese XX 6-8"	3.50	6.50
" " XX 8-10"	4.00	7.50
" " Dwarf XX 6-8"	6.00	11.00

DECIDUOUS TREES are delivered free up to 300 miles. Over 300 miles, add one cent for each tree. Many trees are larger than advertised.

Special price on 250 - 500 or 1000 trees, for pupils, Scouts, 4-H Clubs, Parks, etc.

	10 Trees	25 Trees	100 Trees
Beech, American 12-18"	.50	1.00	2.00
Birch, White 18-24"	1.00	2.00	5.00
Buckeye, Yellow 12-18"	1.00	2.00	4.50
Catalpa 12-18"	.50	1.00	2.00
Dogwood, Flowering 12-18"	1.00	2.00	4.50
Elm, American 12-18"	.50	1.00	2.00
" Chinese 6-12"	.60	1.10	2.50
" " 12-18"	.75	1.25	3.25
Honeysuckle, Japanese 10-15"	.60	1.00	2.00
Lilac, Persian X 12-18"	2.00	4.50	15.00
Magnolia 12-18"	1.00	2.00	4.50
Maple, Silver 12-18"	.60	1.00	2.00
" Sugar Hard 12-18"	.75	1.50	3.00
Mulberry, Russian 12-18"	.60	1.00	2.50
Persimmons, American 12-18"	.50	1.00	2.00
Poplar, Carolina 12-18"	.75	1.50	3.00
" Silver Leaf 18-24"	1.25	2.50	5.00
" Lombardy 12-18"	.75	1.50	3.25
Red Bud 12-18"	.60	1.25	2.25
Rose of Sharon 12-18"	1.00	1.75	3.50
Tree of Heaven 12-18"	1.00	2.00	4.50
Tulip 12-18"	.60	1.00	2.00
Walnut, Black 12-18"	.00	1.25	3.50
Willow, Weeping 12-18"	1.25	2.25	5.50

WITH EVERY \$5 ORDER from the January BETZ TREE NEWS we will include 25 genuine Colorado Blue Spruce for \$1 extra, or 25 Black Walnut trees for \$1 or both for \$2. If planted and mulched, in 3 years will be worth many times \$5.

### EXTRA - SPECIAL OFFERS ROCK GARDEN COLLECTION ALL XX B&B, ONLY \$15.70

2 Pfitzer Juniper	18-24 in.
2 Andorra	12-18 "
2 Japanese	12-18 "
2 Meyer	12-15 "
2 Spiny Greek	12-15 "
2 Gold Tip	18-24 "
2 Dundee	24-30 "

### FOUNDATION COLLECTION ALL XX B&B, ONLY \$10

1 Concolor Fir	18-24 in.
1 Pfitzer Juniper	18-24 "
2 Andorra	10-12 "
2 Dundee	24-30 "
2 Mugho Pine	12-12 "
10 Japanese Spruce	6-8 "

10 Hemlock, XX B & B	
18-24 in.	\$ 7.50
5 Col. Blue Spruce XXX B&B	
18-24 in.	10.00
10 Douglas Fir XX B & B	
18-24 in.	7.50
10 Hill Mugho Pine XX B&B	
12-12 in.	10.00

### 800 WALNUT TREES, \$2.50

1,000 stratified black walnuts to be shipped in April should produce over 800 trees.

Kindly send \$2.50, the walnuts to be sent to the superintendent of schools, park board, scout camps, or plant them yourself.

500 stratified walnuts, \$1.50.

### COSTS \$5 — CHEAP AT \$50

The Messner grafted Juniper outfit will add over \$100 to the value of any lawn in one year.

The 10 Colorado Silver Blue Spruce 3 years old WE SEND FREE WITH EACH ORDER should sell for \$2.50 each in 4 years.

- 4 Colorado Blue Spruce 12-15.
- 4 Chinese Juniper 8-10.
- 4 Pfitzer Juniper 8-10.
- 4 Prostrate Juniper 10-12.
- 4 Savin Juniper 8-10.
- 4 Spiny Greek Juniper 6-8
- 4 Virginia Juniper 8-12.

The grafted Junipers are the most expensive trees sold in America.

### ALMOST GIVEN AWAY

An offer made by a nursery with the highest financial rating in the U. S.

1000 PINE OR SPRUCE 3-YEAR-OLD EVERGREEN TREES will be sent to any business or professional man who will agree to turn over part of the trees to pupils in schools, scouts, or 4-H Clubs, for the purpose of teaching them how to plant and care for trees.

ANOTHER NURSERY owning millions of deciduous trees such as Russian Mulberry, Silver Maple, etc., makes a similar offer providing the trees are ordered in lots of not less than 1000 at one time and on condition that part of the trees will be planted by pupils, scouts, or 4-H Clubs.

Order as many trees as you choose from the list below and IF YOU WILL SEND US THE NAME OF THE EDITOR OF YOUR NEWSPAPER, WE WILL SEE THAT YOUR FRIENDS WILL KNOW THAT YOU HAVE DECIDED TO BECOME IDENTIFIED WITH WHAT WILL BE ONE OF THE GREATEST PROPOSITIONS EVER UNDERTAKEN IN THIS COUNTRY.

	1000 TREES
Scotch Pine	up to 10 inches \$ 8.00
Banks "	" " 10 " 7.50
" " "	" " 15 " 11.50
" " "	" " 12 " 9.00
Pitch "	" " 12 " 9.00
Japanese "	" " 12 " 15.00
American Red Pine "	" " 8 " 8.50
Norway Spruce "	" " 8 " 8.00
White "	" " 10 " 12.00
Douglas Fir "	" " 18 " 7.50
Russian Mulberry "	" " 18 " 7.50
Silver Maple "	" " 18 " 7.50
Catalpa "	" " 18 " 7.50
American Elm "	" " 18 " 7.50
Chinese Elm "	" " 18 " 10.00
Judas Tree "	" " 18 " 10.00
Red Bud "	" " 18 " 7.50
Tulip "	" " 18 " 10.00
Rose of Sharon "	" " 18 " 10.00

The trees listed above will sell for 25 to 75 times more than they cost in 3, 4 and 5 years.

A wonderful chance for any young man who is awake.

### EXTRA - SPECIAL OFFER

LAWNS, PARKS, SCHOOL GROUNDS; BEAUTIFUL FOR GRAVE DECORATIONS.

IF THESE TREES ARE PLANTED IN MUD AND MULCHED WITH STRAW TO KEEP THE GROUND MOIST, THEY WILL GROW FROM 8 TO 20 INCHES YEARLY.

PRICE BELOW IS FOR 5 TREES. NO EXTRA CHARGE FOR PACKING.

Austrian Pine 18-24"	\$2.25
Norway Pine 12-18"	1.50
Scotch Pine 18-24"	1.50
White Pine 18-24"	2.00
Colorado Blue Spruce 12-15"	2.50
Black Hill Spruce 18-24"	2.25
Norway Spruce 18-24"	1.75
White Spruce 18-24"	2.00
Red Cedar 18-24"	2.50
Virginia Juniper 18-24"	2.50
Persian Lilac 18-24"	2.00
Pfitzer Juniper 18-24"	5.50
Japanese Juniper 18-24"	6.50
Colorado Juniper 18-24"	6.00
Spiny Greek Juniper 18-24"	pair 5.00
Koster Blue Spruce 18-24"	pair 6.50
Colorado Blue Spruce 18-24"	pair 8.00

### DON'T MISS THIS LIST

THE GREATEST FLOWER SEED OFFER EVER MADE

The most beautiful flowers grown in the valleys and on the mountains from Siberia to Singapore which at our price, is giving

them away.  
If you want the largest assortment of beautiful flowers which many never saw, look over the list.

Most packages contain enough seed of as many as 14 varieties for two families. Price per package — as many as 12 assorted colors — your selection — 15 cents or 10 packages, \$1.

- AFRICAN DAISY, mixed colors.
  - AFRICAN LILAC, White Petals.
  - ANGELS BREATH, Pure white.
  - ASTERS, Giants, 7 varieties.
  - ASTERS, Japanese 8 varieties.
  - ASTERS, Ostrich 5 varieties.
  - ASTERS, ROYAL, 5 varieties.
  - BLUE LACE FLOWER, Japan.
  - Burning Bush, Beautiful.
  - CHINESE LANTERNS.
  - CHRYSANTHEMUMS, Best assortment.
  - CREEPER, VIRGINIA, Chimneys, walls.
  - CYPRESS Vine, Climber.
  - FIRE BALL, Hedgewig, Scarlet.
  - FOXGLOVE, Giant, mixed colors.
  - HAIR BELL, for Rock Gardens.
  - HARTWEGH COLLECTION, mixed color.
  - HYBISCUS, Giant, mixed colors.
  - HOP VINE, JAPANESE.
  - KUDSU CLIMBING VINE, fragrant.
  - LILIES, Gold, Erab and Giant Easter.
  - LILIES, Siberian Coral.
  - LOVE-IN-THE-MIST, mixed.
  - LOVE IN A PUFT VINE.
  - MARVEL OF PERU, mixed colors.
  - MONKS HOOD, Korean, pale blue.
  - MOON FLOWER, Mexicana.
  - MORNING GLORIES, mixed, all colors.
  - PETUNIA, Rosy morn.
  - PETUNIA, Purple.Carmine, beauty.
  - PHLOX, 12 varieties mixed.
  - POPPIES, FAR EAST ASSORTMENT.
  - PRIMROSE EVENING, very fragrant.
  - ROSE OF HEAVEN, mixed colors.
  - SNOWBALL, 9 varieties.
  - VENUS NAVELOWORT, pure white.
  - VIRGINS BOWER, deep violet blue.
  - WINDFLOWER, S and D mixed.
  - WOOL FLOWER, Chinese, spear shaped.
  - ZINNIA, 16 varieties.
  - ZINNIA, Colossal Giants, 7 varieties.
  - Zinnia, Dahlia, 16 varieties.
- Books illustrating, planting and care of flowers can be had at any library.

### BLACK WALNUT TREES

Special offer made by one of the largest growers of walnut trees for pupils, scouts, 4-H Clubs, parks or highways. The trees are from 12 to 18 inches high, the size recommended for transplanting by all state foresters. They will grow 2 feet or over a year.

Price — 25 trees, \$1; 100 trees, \$2.50; 500 trees, \$10; 1000 trees, \$15.

No man could gather the nuts, test, stratify, plant, cultivate, dig, pack and ship 1000 trees for 1 1/2 cents each.

STRATIFIED WALNUTS, SELECTS, READY FOR PLANTING—500 NUTS, \$1.50; 1000, \$2.50.

### HORSE CHESTNUT TREES

Fast growers, covered with beautiful white flowers, make fine shade trees. Great nut producers which find a ready market at 10 cents per pound.

150 selected stratified nuts should produce over 100 trees for only \$1.

An opportunity for boys to make some money.

### JAPANESE DWARF PINE

Those who have traveled in the Far East will remember the Japanese Dwarf Pines from 25 to 50 years old only 12 inches high. Great opportunity to make money raising and selling these trees.

Seed per package, with instructions, 25c.

### IZAIAK WALTON LEAGUE

#### EVERGREEN SEED PACKAGE

15 varieties — Colorado Blue, Korean, Japanese, and Norway Spruce, Austrian, Japanese Red, Manchurian, Scotch, and White Pine, American, Chinese, Golden, Korean, and Pyramidal Arbor Vitae, Lebanon, and Nikko Cedar, Japanese and Pyramidal Cypress.

\$1 buys enough seed to produce 40,000 trees if instructions are followed.

Smaller packages, 25 and 50 cents each. Throw the seed on the ground, cover with dirt, and if the ground is not allowed to bake you will have trees.

### COLLEGE EDUCATION, \$100

and a profit of \$5,000 at today's prices to the man who will advance \$100 to some bright farmer boy for 10,000 assorted Christmas trees for half of the profits which in 4, 5 or 6 years with a sign on the fence — "CHRISTMAS AND LAWN TREES FOR SALE," will sell for at least \$5,000.

Many who have paid \$5 or \$10 for a single tree and have the land or whose relatives or friends have the land will turn this proposition down.

I could name farmers who have trees that cost 3 cents each 6 years ago worth \$12 a pair today.

author of DEFORRESTED AMERICA, published by the U. S. Government, has recently finished another great book, FOR-EST BANKRUPTCY IN AMERICA.

To outline Col. Ahern's timber investi-gation work during the past 45 years in the U. S. and the Philippines would require many columns.

This book will open the eyes of some of our big taxpayers who have an idea they are leaving their children on "easy street" when, in reality, with taxes where they are and millions of people in our cities and on farms who must be taken care of, they will have a heavy load to carry.

It is a book every man who says, "There are enough trees to last while I live," or, "Our children will get along when the trees are gone," or, "Let the other fellow do it," should read. It is cheap at \$10, but \$2 buys it.

#### BEAUTIFUL HEDGE FENCE

of Arbor Vitae, Boxwood, Virginia Cedars, Rose of Sharon, etc., costs less than the wood posts for a common board fence and can be trimmed round, square, oval and last for years.

#### HOW MANY REALIZE

that for 1932 over 50,000 more 2, 3, and 4 year old trees were shipped through this of-fice without it costing taxpayers \$1 than were shipped by the state forestry depart-ments of Iowa, Kansas, Kentucky, Missis-sippi, Utah, California, and Washington combined.

Over 125 million trees, black walnuts, horse chestnuts, pine, spruce, arbor vitae and other tree seeds sent from this office during the past 5 years were planted by over 500,000 pupils and Betz paid the bills.

#### CITY OF ATTICA, INDIANA

sold 16 black walnut trees in 1931 for \$1,000 cash. Men living in the vicinity were there when these trees were planted.

187 trees set zig zag can be grown on one acre which, if planted according to for-estry, will produce 2 or 3 — 16 ft. logs from each tree. Not a bad investment.

### Guaranteed Tree Seed

#### 1,000 TREES FOR 10 CENTS

MANY LETTERS ON FILE LIKE THOSE BELOW:

Robert H. Lawton, 13 June Street, Wor-cestor Massachusetts writes: "Have 8,000 beautiful evergreen trees grown from the seed you sent me. Kindly give price on 50,000 Norway and the 8 other varieties."

H. J. Harder, Munster, Indiana: "I have over 5,000 trees — the majority over 2 feet high — raised from seed I purchased from you."

Another tree planter, Michigan City, In-diana: "Have over 15,000 trees from seed I bought 3 years ago."

E. N. Brindley, Supt. of Schools, Shuman, Indiana: "We planted almost 10 acres and have 4,000 trees to plant this spring raised from seed purchased 2 years ago."

Can refer to hundreds of others. Anyone can raise trees from seed if in-structions are followed.

If you want 1,000 trees, dig up the ground on the north side of a building, tree, or bushes, where they will be shaded from 9 until 3 o'clock in the afternoon or plant in the garden and use a lath screen.

They are as easy to raise as cabbage or tomatoes. No one took care of the billions of trees now growing.

#### IZAAK WALTON LEAGUE

During the past 5 years many selections of tree seeds have been shipped but none have given the satisfaction and results the Izaak Walton League Combiuation Package has WHICH CONTAINS 15 VARIETIES OF PINE, SPRUCE AND ARBOR VITAE EVERGREEN SEEDS from Siberia, Manchur-ia, China, Japan, Korea, the United States, and European countries.

Many of these trees people in this country never saw.

PRICE OF EACH PACKAGE—25 CENTS, 50 CENTS, AND \$1.

SINGLE PACKAGES — ANY SELEC-TION FROM THE FOLLOWING LIST — 10 CENTS EACH.

#### TREE SEEDS

Arbor Vitae, American  
" Chinese  
" Golden  
" Korean  
" Pyramidal  
Boxwood, Korean  
Birch, European White  
" Weeping  
Burning Bush, European  
Cedar, Colorado Blue  
" Japanese  
" of Lebanon  
" Nikko Japanese  
" Silver  
" Virginia  
Cherry, Japanese Flowering  
" Manchurian, pink flower  
" Japanese Weeping  
Cypress, Japanese Hinoka  
" Pyramidal Italian  
" Weeping  
Elm, Chinese  
" English  
" Scotch  
Fir, Chinese  
" European Silver  
" Japanese Silver  
" Korean  
Hemlock, Japanese  
Holly, English  
" Japanese  
Ivy, Boston  
" Virginia Creeper  
Judas Tree

Juniper, American  
" Chinese  
" Japanese  
Lime, Heart Leaf  
" Tree, Silver  
Maidenhair Tree, Japanese  
Maple, Amur  
" Japanese  
" Korean  
" Manchurian  
" Nikko  
Mulberry, Russian  
Pagoda Tree, Chinese  
Parasol Tree, Chinese  
Pine, Austrian  
" Black Manchurian  
" Japanese Black  
" Dwarf  
" Red  
" White  
" Mugho  
" Scotch  
" Red Chinese  
" Umbrella  
" White

Rhododendron Max  
Spruce, Colorado Blue  
" Silver Blue  
" Japanese  
" Korean  
" Koster Bluest Blue  
" Norway  
Wisteria, Purple  
" White  
Yew, English  
" Japanese  
" Pyramidal

#### HAMMOND SCHOOL OUTFIT

FREE — 10 beautiful 3 year old COLO-RADO SILVER BLUE SPRUCE FREE to anyone who will send \$6.50 for the 500 trees listed below known as the HAMMOND SCHOOL OUTFIT, the trees for pupils to plant at home, on the school or park ground, scout camps, etc.

You could not dig, clay the roots, pack and ship them at this price and if you spent 10 times more for any other purpose it would not do you as much good or be talked about for years after you are gone as this gift will.

THE 10 COLORADO SILVER BLUE SPRUCE which you get free will be worth \$100 in a short time.

50 American Beech  
50 Catalpa  
50 American Elm  
50 Silver Maple  
50 Russian Mulberry  
50 Red Bud  
50 Rose of Sharon  
50 Tulip  
50 Japanese Honeysuckle  
50 Lombardy Poplar

For \$2.50 extra — \$9 in all — we will in-clude 1,000 selected stratified walnuts which should produce over 800 beautiful trees.

#### THE SUPERINTENDENT

of Documents, Washington, D. C., will send FOREST WORKER MAGAZINE to those interested in trees for one year for 25 cents in silver or money order.

THE FOREST NEWS OF THE WORLD  
A single copy is worth more than you pay for the entire year.

Every superintendent of schools, school teachers, business and professional man should read it. Written so plain any edu-cated man can see the mud hovels of India and China in the distance unless trees are planted on our millions of acres of idle and abandoned land.

#### WHY TREES DIE!

So many say "I WANT A BIG 4 or 5 FOOT EVER-GREEN TREE." But when you tell them how many times 4 or 5 foot evergreen trees must be transplanted and what it costs to do this work they can't understand it. If you buy an apple, peach, pear or plum tree from a nursery about half of the limbs have been removed to offset the roots left in the ground or the tree will die or linger along and never amount to anything.

The root system of the lit-tle 3 year old tree shown ex-tends 30 inches in the ground. Imagine how long the main roots of a 4 or 5 foot tree must be IF NOT TRANS-PLANTED MANY TIMES.

The safe tree to buy is the 3 year old or those marked X or XX which have been transplanted one or more times. If instructions are followed, they will all live.

When you consider the amount of labor required to pro-duce X or XX GRAFTED TREES, you will readily un-derstand at our price you are getting them in many instan-ces for less than cost.

#### Inside History Which Should

#### Cause Some To Think

How many know that the Illinois lumber freight bill for one year amounted to over \$28,000,000; New York \$22,000,000; Pennsylv-ania \$20,000,000; and Indiana \$16,000,000. This amount would BUY THE LITTLE TREES AND PAY FOR PLANTING 6,000,000 ACRES WHICH WILL PRODUCE OVER FIVE BILLION DOLLARS' WORTH OF LUMBER AT TODAY'S PRICES.

The freight on the lumber shipped east of the Rockies and north of the Ohio for one year would pay for THE TREES AND

PLANTING EVERY ACRE OF IDLE LAND IN THESE STATES AND THE PRODUCTS WOULD PAY OFF THE NA-TIONAL DEBT and still thousands who know this and know that 10 per cent of the people in this country would be out of employment and thousands of our largest plants would close down were it not for forests say: "Why rush — there is plenty of time," or "Let the government do it."

The table below giving the number of acres of timber we originally had and the virgin timber still standing will no doubt be news to many.

STATE	Original acres virgin timber	Remaining acres virgin timber
Alabama	32,000,000	2,000,000
Arizona	16,320,000	4,675,000
Arkansas	32,000,000	2,130,000
California	23,000,000	13,200,000
Connecticut	3,068,000	
Delaware	1,130,000	9,000
Florida	28,800,000	4,700,000
Georgia	36,480,000	1,200,000
Illinois	16,000,000	5,000
Indiana	19,840,000	1,000
Iowa	5,120,000	100,000
Kansas	4,480,000	180,000
Kentucky	24,320,000	2,020,000
Louisiana	25,600,000	4,685,000
Maine	18,560,000	1,750,000
Massachusetts	5,120,000	
Maryland	5,760,000	111,000
Michigan	35,200,000	4,500,000
Minnesota	38,400,000	3,500,000
Mississippi	28,800,000	5,000,000
Missouri	32,000,000	830,000
Montana	25,000,000	13,198,000
Nebraska	1,600,000	110,000
New Hampshire	5,760,000	100,000
New Jersey	4,480,000	20,000
New Mexico	14,528,000	4,529,000
New York	30,080,000	1,500,000
North Carolina	30,080,000	1,700,000
Ohio	25,600,000	200,000
Oklahoma	12,000,000	1,450,000
Oregon	35,200,000	21,000,000
Pennsylvania	28,160,000	250,000
South Carolina	17,920,000	700,000
Tennessee	25,600,000	2,000,000
Texas	30,000,000	1,200,000
Vermont	5,760,000	150,000
Virginia	24,960,000	1,000,000
Washington	22,000,000	14,000,000
West Virginia	15,360,000	1,700,000
Wisconsin	30,080,000	2,100,000

Date	Population	Timber Cut
1839	12,866,020	1,604,000,000 ft.
1849	22,893,147	5,392,000,000 ft.
1859	31,443,321	8,029,000,000 ft.
1869	38,558,371	12,755,543,000 ft.
1879	50,155,783	18,091,356,000 ft.
1889	62,947,714	23,845,046,000 ft.
1899	75,994,575	35,084,166,000 ft.
1909	91,972,266	44,509,761,000 ft.
1919	105,710,620	33,798,800,000 ft.
1928	119,000,000	34,142,000,000 ft.

The figures above showing our original stand of timber and what we have left should open the eyes of those who regard President-elect Roosevelt's idea of reforest-ing our millions of acres of idle land and abandoned farms as foolish and ridiculous.

If our business men whose children will eventually be the greatest losers in all sec-tions where farmers rely on logs, telegraph poles, railroad ties, firewood, etc., to help meet expenses would read FOREST WORK-ER MAGAZINE published by the govern-ment, costs only 25 cents a year, it would open their eyes.

Our trouble is we have too many Cham-ber of Commerce "tree planters" who have not studied Statistical Bulletin No. 21 cov-ering the lumber cut from 1839 to date yet they try to make you believe the 925 billion ft. of standing timber on the Pacific Coast will furnish us lumber for 50 to 75 years when our lumber cut since 1900 with only 15,503,000 pupils in school averaged over 38 billion ft. yearly.

Last year we had over 26,000,000 pupils in school who certainly will use more lumher when they grow up than was used between 1900-1930. Many forget that trees on the Pacific Coast cut for lumber are over 1000 years old and that it will take that length of time to replace them. There are about 100 billion ft. of standing timber in the south-ern states which if added to the 925 billion ft. on the Pacific Coast and what little there is in other states cannot possibly last until we grow trees again. Many have an idea that the time to reforest is after our stand-ing timber is gone.

As I have covered the southern states, I can safely say, without fear of contradiction that as long as every acre of forest land is burned over yearly as they do in many states it will be a long time before they will grow enough trees to supply the north.

If you want the truth send 25 cents in post-age stamps today for FOREST WORKER MAGAZINE giving you the forestry news of the world and I would suggest that every business man write his senator and congress-man to see that a bill is passed taxing lumber when cut instead of the standing timber. This would save billions of ft. now thrown on the market because the owners cannot afford to pay taxes of \$10 and more per acre and stand the chance of los-ing all by fires.

If those who smile and say planting trees on our millions of acres of idle land instead of importing it from other countries is fool-ish, a waste of time and money, and that the children of today will get along some way when the trees are gone could come back about 1965, they would probably think different.

#### ABOUT FOREST FIRES

In 1920 the little trees on 3,655,000 acres were destroyed. The more automobile roads the more fires. 1923 over 20,000,000 acres were burned: 1927, 30,000,000; 1928, 43,000,000; 1929, 46,000,000 and 1930 over 52,000,000 acres. At this rate how long will it be

### From the Holy Land

MILLIONS THOUGHT IT IMPOSSIBLE. Captain Richard St. Barbe Baker of Lon-don, founder of THE MAN OF THE TREES movement who has lectured all over the world, proved that treeless countries for-ested will make millions in these famine ridden and impoverished countries happy again and supply the timber required if re-forested.

New York City, Feb. 4, 1932.

"Dear Mr. Betz:  
"I have returned from my world tour in which I had the opportunity of visiting Pal-estine, where I saw millions of little trees growing from the seed which you so gener-ously contributed. Ere long those barren hills of Judah will once again be clothed with verdure. Even this generation will see a marvelous change in the country which will be largely brought about by your muni-ficent gift.

"I am looking forward to visiting Chica-go on Saturday night when I am due to ar-rive to lecture on Sunday, February 28, at the Chicago Academy of Sciences on the Re-birth of Palestine at 3 o'clock in the after-noon. I trust that it may be possible for you to be present, as I am sure you would like to see the film of the tree planting. I shall look forward to seeing you some time after the meeting, if only for a few minutes.

"I am telling the world what you have done for Palestine.

"Yours very sincerely,  
RICHARD ST. BARBE BAKER."

### What One Cent Will Do

ONE CENT'S WORTH OF TREE SEEDS PLANTED on the New England Hills 200 years ago, when they commenced to slaugh-ter their pine, would produce \$500 worth of lumber today.

ONE CENT'S WORTH OF BLACK WALNUTS planted on the idle land of Illi-nois, Indiana, Iowa, Ohio and the other 21 walnut growing states next spring by the pupils in our schools, will produce over \$100 worth of lumber when they can use the money.

187 walnut trees will grow on one acre. If planted according to forestry rules each tree will produce 2 or 3 — 16 foot logs. While the one acre of trees are growing they will produce over one million walnuts yearly which will always find a ready market.

Still millions say it is foolish to teach children on the farm that by planting our millions of acres with the walnut, hickory nut, chestnut and pecans that rot on the ground every year, they will have an income for life.

#### PRINTS TONS OF MATTER FOR FRANK S. BETZ

The O K Press, Inc., of Hobart, Indiana, prints tons of circulars, etc. for Frank S. Betz, in a plant especially equipped for economical production of circulars, publica-tions, office forms and similar work. Write to them for prices on your printing require-ments.

Large runs at low prices are a specialty.

O K PRESS, Inc.  
Printers for Merchants and Manufacturers  
216 New St. Hobart, Ind.

### The Medical Profession Ordered 80 Percent of the Last 400,000 Trees Shipped.

ALEXANDER H. LEGGE, PRESIDENT OF THE INTERNATIONAL HARVESTER COMPANY, at the Central States For-estry Congress, Cincinnati, Ohio  
December 4, 1931, Said

Speaking of individuals who are inter-ested in reforestation, probably you people of the Central States Forestry Association know all about the activities of Mr. Frank S. Betz of Hammond, Indiana.

Mr. Betz might be called a modern "Johnny Appleseed" if it were not for the fact that he is undoubtedly a keen and up-to-date business man.

I note that Mr. Betz says in a recent communication that he expects to round out this year the distribution, through clubs, associations, Boy and Girl Scouts, 4-H mem-bers and public school children, of 100 mil-lion trees and tree seeds.

May the good Lord send us more men like this tree-loving, tree planting gentle-man from Indiana!

### IF PUPILS OF TODAY

more than the total population in 1856, could read Ex-President Coolidge's letter in 35 years from now they would wonder where their dads got the idea they could get along without lumber when they grew up. And if those who will leave an estate would write the Department of Agriculture for Statisti-cal Bulletin No. 21, they would see where much of their money will be spent taking care of the millions of people in 708 coun-ties in forested sections of this country who never asked for charity or state aid while they had trees on their land.

EX-PRESIDENT CALVIN COOLIDGE SAYS: If the government ever needs to give work to the unemployed a system of reforestation would be a partial solution free from objection. It would not interfere with rates of wages or marketing of produc-tion in any of the existing industries. Oper-ation could cease without loss.  
Everyone knows we are rapidly exhaust-





state that of our original 800,000 acres of virgin forests only about 140,000,000 acres remain.

Annually forest fires sweep over 12,000,000 acres. We are cutting off 10,000,000 acres more, which is about 4 times as much as is replaced by natural growth. We have planted less than 2,000,000 acres.

The nation and some of the states already have acquired much land for growing timber. Compared with what is needed only a slight beginning has been made in reforestation. Because it has no immediate effect and would serve no private interest, governments have been too slow to conserve, encourage and replenish our lumber supply. Yet we cannot maintain our present standards without a generous use of wood.

Under the cooperation of federal and local governments a national policy of reforestation should be adopted without delay.

—Calvin Coolidge

## Mr. Betz Sets The Pace

Reprint of Bulletin Sent Out by the Indiana Division of Forestry, Sept. 1930

The subject of this News Bulletin is to recognize the valuable assistance of one of the first private individuals in Indiana who took off his coat, rolled up his sleeves in 1928 and went to work without pay on the tremendous problem of reforestation.

The varied career of Mr. Frank S. Betz will be interesting to friends of forestry.

Mr. Betz was raised on a farm in Wisconsin and knows forest conditions in practically every foreign country north of the Equator. He worked in a lumber mill and ran logs on the Chippewa river fifty-one years ago. For seven years beginning 1884 he sold hospital insurance to men working in sawmills, lumber yards and lumber jacks in over 300 logging camps in Michigan, Wisconsin and Minnesota, traveling alone through miles of wilderness between these camps located from northern Michigan to the headwaters of the Clearwater in northwestern Minnesota.

After accumulating a small fortune during the World's Fair in Chicago in 1893 and losing it he started the Frank S. Betz Company in a coal shed in Chicago in 1895. The business prospered from the start. In a few months he moved to a vacant store building. Later he was occupying five rented buildings. He then built a plant in Chicago and as larger quarters were required in 1904 he purchased twelve acres of land in Hammond and built the first section of the Hammond plant which was increased every year until it became the largest medical equipment industry in the world.

On his many trips abroad and while traveling through the farming districts in China, Japan, India, Palestine and Egypt he was impressed with the great social economic value of forests to mankind. Where there were no trees there was in impoverished nation. The condition can be traced directly to the destruction of their forests.

The people live in mud huts without floors, doors or windows. The children follow the cattle day after day gathering their offal which is the only fuel the family have.

Mr. Betz bought a farm five years ago where he raises all kinds of trees from seed. While experimenting he wanted trees for the Betz Boy Scout Camp.

In giving out the trees, Mr. Betz discovered the boys who received the crooked trees or those with limbs on one side were not satisfied. He then took up the matter with the Hammond Superintendent of Schools and offered to furnish a half million blue, spruce and arbor vitae tree seeds for the pupils to experiment with, free of charge. Mr. Caldwell, Superintendent of Schools, agreed to this, and over 2,000,000 were planted by the pupils in Lake County in 1929, and over 8,000,000 by these same pupils this year.

Up to the present time Mr. Betz has sent out over 62,500,000 tree seeds which were planted by over 400,000 pupils in this country. His offer to the Indiana Department of Conservation last week will mean millions of dollars added to the wealth of the state. This must not be overlooked by those who know what trees mean to a country.

Mr. Betz's offer is to turn over free of charge as many water tested walnuts as there were walnut seedlings planted by all the nurseries in the United States last year. These walnuts are to be planted by school children, and Boy and Girl Scouts, etc., etc.

Working himself every day and using his farm for experimental purposes, trying out his own methods and traveling by automobile over thousands of miles of cut-over timber country in other states to learn forestry conditions and enlisting public support, he has "set the pace" for all of us.

### Division of Forestry Supports Plan

The future economic value of five million walnut trees, worth even \$25 each, would amount to \$125,000,000 to the next generation.

Every facility of the Division of Forestry will be actively behind this planting crusade.

We have lost first place in walnut lumber production to Ohio. Everyone doing their share, Indiana can lead all other states.

R. F. WILCOX, State Forester

## WHAT INDIANA HAS DONE

during the past 5 years proves that ONE HUNDRED MILLION DOLLARS CAN BE ADDED TO THE WEALTH OF EVERY STATE where men do things instead of talking about it.

THINK OF IT — from a few thousand trees planted in 1927 to over 2,300,000 and

in 1932, and over 3 million trees and 1,500,000 black walnuts will be planted in 1933!

If taxpayers who now pay over \$5,000,000 yearly for taking care of the 41 counties on the state aid list only realized they would eventually save \$200,000,000 if they would furnish every farmer with all the trees and walnuts they would plant FREE OF CHARGE, more trees would be planted during the next 5 years than will be in the next 50 years.

If our great lumber states north of the Ohio from Maine to Minnesota were reforested so that the lumber could be laid down on the job for less than the freight charges are now, over 100 billion feet could be used today to replace and repair buildings, fences, etc., in our cities and 6,400,000 farms.

### HOW TAXPAYERS WILL THROW AWAY MILLIONS DURING THE NEXT 50 YEARS

"Brown Township, in Martin County, now on the state aid list, total area 23,048 acres, has over 7,000 acres of abandoned farm land.

"Since they cut their trees and allowed their black soil to wash down stream they have been slipping. The total state tax collected in Brown Township for 1925-26 was \$861; 1928-29 it was \$655.92; from August, 1925 to December, 1929, \$3,394.67. To operate their schools other counties had to advance \$39,492.05. This is not all, the deficit for teachers' salaries was \$12,000, or a total of \$51,492.05."

THINK OF IT — ONE TOWNSHIP, NOT A COUNTY, AND THERE ARE 41 COUNTIES IN INDIANA ON THE STATE AID LIST IN PRACTICALLY THE SAME CONDITION requiring over \$5,000,000 yearly which taxpayers in other counties must pay.

I could report on 708 other counties in 22 states but suppose, as an example, we take THE STATE OF MISSISSIPPI!

one of our greatest lumber states, which at one time had 28 million acres of the finest virgin timber. Today they have less than 500,000. Their output for years has been over two billion feet yearly.

On April 5, 1932, for the first time in the United States, nearly 40,000 farmers (about 200,000 souls) lost their farms in one day for non-payment of taxes.

Many of these farms have been owned by the same family for 150 years, but in a couple of hours seventy-four sheriffs sold on an average of 543 farms for each of eighty-two counties. While these farmers had timber to sell they were happy and paid their bills, and when the men in the cities got their hands on this money they were happy, but like millions who smile when you say, "Make your idle land bring in an income," they had an idea there was enough timber to last while they lived and that farmers would be able to pay their bills and their children would get along some way, trees or no trees.

From now on the taxpayers must take care of these people.

Had the Chambers of Commerce, Rotary Kiwanis and other clubs WHO WERE THE GREATEST LOSERS, DONE THEIR DUTY, they would have induced these 40,000 farmers to plant a few of the MILLIONS OF WALNUTS, HICKORY NUTS AND OTHER SEED THAT ROT ON THE GROUND EVERY YEAR or seedlings, which would have given them an income of millions of dollars for all time to come even if the timber sold at half of today's price and instead of taxpayers being compelled to take care of these thousands for years, they would have had money from the sale of trees which eventually would have gone into the pockets of the business and professional men in the cities.

During the past 5 years I have mailed thousands of letters to editors, bankers and members of big corporations, but few felt that they could conscientiously indorse the work; in fact, many thought it was foolish and uncalled for.

### READ CAREFULLY

## CAN ANY MAN WANT MORE

I WILL GUARANTEE ANY BUSINESS OR PROFESSIONAL MAN WHO WILL BECOME A MEMBER OF THE GREATEST TREE PLANTING ASSOCIATION IN THE WORLD NOW BEING ORGANIZED WILL GET MORE PUBLICITY DURING THE NEXT 4 YEARS BY INVESTING \$5 OR \$10 THAN HE WOULD GET IF HE SPENT 100 TIMES THAT AMOUNT IN ANY OTHER WAY.

IF YOU WANT TO BE ON THE FIRST LIST SEND ME THE NAME OF THE EDITOR OF YOUR NEWSPAPER AND \$5 OR \$10, OR LESS IF YOU CHOOSE, AND YOU WILL RECEIVE AN EXTRA SPECIAL OUTFIT OF EVERGREEN AND DECIDUOUS TREES AND SELECTED BLACK WALNUTS which you are to turn over to your county or city superintendent of schools (or both) for pupils to plant, or they can be turned over to your Scoutmaster, 4-H or Woman's Clubs.

If you will read page 3 of November issue of FOREST WORKER MAGAZINE published by the Department of Agriculture, Washington, D. C., you will understand that this proposition is under way and will be carried out regardless of the men who know we have 26 million pupils in school today yet say, "I should worry — there's enough trees to last while I live."

"When you consider that 2 1/2 times more Black Walnuts were planted in this County and over 14 times more in the State of Indiana in 1931 than were planted by all state nurseries combined in this country the same year and that the pupils of the Wallace School of Hammond raised over 700 walnut trees from seed on school property, it shows what children can do.

On May 6, 1932, a lumber company in Arkansas was indicted for defrauding a firm in London, England, out of \$100,000 on a lumber deal. Strange, England should buy lumber in Arkansas so far from port if Russia gives it away as reported in the press.

Practically all European countries import from 75 to 90 percent of the timber they use. They have no land on which to grow trees and as we have millions of acres of land with water and railroad facilities for getting the logs to the mill, there is no reason why we should not supply Europe with lumber for all time to come if we put our idle land to work.

How many know that \$25 worth of selected black walnut seed planted on 40 acres of land that can be had for practically nothing would produce over \$100,000 worth of lumber for their children and grandchildren for all time to come if one acre is planted and one acre is cut each year?

## WHEN THE TREES

ARE GONE THERE WILL BE NO PLACE FOR BIRDS TO NEST, which means more weeds, more abandoned farms, and more people to be taken care of by taxpayers.

The article below tells the story. The close relationship between bird protection and reforestation as well as the dependence of the human race on birds is clearly shown below.

"Government experts report that if all birds were exterminated today, there would not be a man, woman or child alive in three years.

"Many birds will eat their weight in insects daily. A pair of birds and their young have been found to consume from 300 to 10,000 insects in a single day. In the stomach of a single flicker, government experts found 5,000 ants. Martins and swallows have been shown to consume on an average of 3,000 mosquitoes in a day. It is claimed that one family of jays will consume 1,000,000 caterpillars in a season. Sparrows are accredited with saving the farmers of the country more than \$100,000,000 annually, by their destruction of insects and weed seed. It is estimated that in Massachusetts alone, birds destroy from May to September, 21,000 bushels of insects daily and in New York 3,000,000 bushels annually.

"This study has entailed the sacrifice of 75,000 birds, but through it, there has been established beyond question their economic worth. Man sees them now as the world's greatest combat force in the struggle with insects. Man previously accounted of but little worth are now recognized as winged battalions that, since the beginning of time have hung between man and his insect enemies.

"This enormous consumption of insects and weed seed, is made possible because of the rapid digestion of birds. Food, it is stated, passes through the processes of digestion in a bird, in from twenty to ninety minutes. Their constant activity demands a constant renewal of strength through food consumption and man is the gainer thereby."

## Business Man or Farmer

IS THERE A SAFER INVESTMENT THAT WILL PAY LARGER DIVIDENDS EVERY YEAR FOR LIFE without any risk and SO LITTLE INVESTED as that of furnishing some farmer with from 5,000 to 25,000 3 year old CHRISTMAS TREES yearly for half the profits which will sell in a short time in any community for 25 cents to \$1.50 each.

There are many expensive varieties of evergreen trees the right age to transplant which can be had direct from the nursery if used for Christmas trees or for pupils in schools for from \$10 to \$25 per 1,000.

THE BIG MONEY-MAKERS ARE GRAFTED JUNIPERS which can only be produced by the Burkhardt grafting method — THEY CANNOT BE RAISED FROM SEED. \$100 invested in grafted Junipers at the price you can buy them today will make much more money than anything I know of when business picks up.

Many Christmas tree farms — the largest 10,000 acres — have been started from Maine to Minnesota in the last four years. At Paconia Lake, Pa., a 2400 acre dairy farm has been planted with Christmas trees.

New York State has a 587-acre Christmas tree plantation to show farmers it is as easy to raise Christmas trees as corn and instead of our buying 5,000,000 from Canada yearly we should raise them when 2700 can be planted on one acre and require little cultivation.

WE USE 12 MILLION CHRISTMAS TREES YEARLY. FROM NOW ON MANY CHRISTMAS TREES WILL BE ONLY 24 TO 30 INCHES HIGH AND WILL BE PLANTED IN A FLOWER POT. AFTER CHRISTMAS THEY WILL BE SET IN THE GARAGE UNTIL SPRING AND PLANTED IN THE GARDEN.

Christmas trees have been used for hundreds of years and they will be used for many years to come.

Farmer working one hour daily can make more money raising them than oats, wheat, and corn and A SIGN ON THE FENCE OR BARN stating: "CHRISTMAS TREES SOLD HERE," would sell more trees than they could raise.

Tell this to the farmer who, for years, has paid from 50 cents to \$1.50 for a Christmas tree and even though he has acres of idle land he will say, "That's so."

IF YOU KNOW OF A FARMER WHO HAS LITTLE TO SHOW FOR HIS YEARS OF HARD WORK, WILL YOU KINDLY TELL HIM HOW \$25 INVESTED IN EVERGREEN TREES yearly will bring him

## FROM THE NATIONAL LUMBER BULLETIN, WASHINGTON, D. C.

AUGUST 1, 1929

Frank S. Betz, of Hammond, Indiana, who retired from business as a manufacturer of surgical goods in 1915, is now injecting his energy into a reforestation campaign. It is not a campaign of word propaganda, but of actual work. He is setting the example in his home state, and he urges men in other states to do likewise. He buys tree seed and seedlings, which are distributed throughout the state.

Mr. Betz is well acquainted with the logging and the milling end of the lumber industry. According to biographical sketch of him published in the June, 1929, number of "The A. S. T. Journal," official organ of the American Surgical Trade Association, he worked in a sawmill and later spent 7 years visiting lumber camps selling hospital insurance. During this time he visited 300 logging camps in Minnesota, Wisconsin and Michigan. He has traveled through Egypt, Palestine, China, and India and over every mile of railroad in Alaska, and by steamer down the Yukon and up the Tanana.

The work is being carried on in a systematic and business-like manner. His forestry headquarters are in Hammond, where he employs a staff of men and women. In one letter he writes: "I wish you would put me in touch with men whose hearts are in the right place and who will do in their states that I am trying to do in Indiana."

## DEPARTMENT OF PUBLIC INSTRUCTION

Dear Mr. Betz:

A memorandum received from Mr. R. F. Wilcox, State Forester, explaining the program for enlisting the boys and girls of the public schools of Indiana in the big walnut planting crusade next spring of 10,000,000 walnuts.

Probably no greater educational service could be performed by the school system than to awaken in the minds of our youth the realization that such natural resources as minerals, forests, and soil fertility are fundamental to their existence and the future generations to follow.

How simple it would be if the 580,000 school children would each plant 20 walnuts to complete this big planting program.

Local business men and civic organizations should welcome the opportunity to provide these young people with the walnuts.

Mr. Wilcox tells me that if half of the nuts grow into trees they should be worth many more millions of dollars while the timber is growing.

I am certain the other members of the Department join me in congratulating you for this program.

Assuring you of our co-operation and wishing you success in this great program, I am

(Signed) Roy P. Wisheart,  
State Superintendent

## Still Some Hesitate.

Please remember EVERY TREE IS OF FIRST QUALITY, THE RIGHT AGE AND HAS BEEN TRANSPLANTED the required number of times to GUARANTEE it will grow if instructions are followed.

To give you an idea of the value of evergreen trees, Mr. W. R. Beatty, President of the Board of Managers of the Lake County Sanitarium, writes that the 5500 trees planted on the sanitarium grounds 3 years ago have already added thousands of dollars to the value of the property.

The Ridgeland Cemetery Association with its thousands of evergreen trees sold over \$500,000 worth of burial lots in less than 4 years to people who may not require them for years.

THINK OF IT! OVER A HALF MILLION DOLLARS. People come for miles to bury their relatives and friends there. Not only that — they buy hundreds of Pine, Spruce, and Arbor Vitae Evergreen trees from the cemetery association at from \$1 to \$2 each for grave decorations which cost less than 2 cents each.

SPECIAL PRICE MADE ON ALL ORDERS OF \$25 OR OVER SHIPPED AT ONE TIME.

HOME, INSTITUTION, CEMETERY OWNERS, PARK AND SCHOOL BOARDS WHO INVEST A FEW DOLLARS FOR BEAUTIFUL TREES, ALWAYS BUY AGAIN.

ORDER 500 or 1,000 TREES TODAY TO BE SHIPPED TO YOUR PARK BOARD AND PLANTED IN THE PARK AS A MEMORIAL OR order 500 or 1,000 selected, stratified, watertested walnuts. They make a beautiful tree, grow anywhere, and produce worlds of walnuts for the kiddies to crack.

### 40,000 ACRES OF FARM LAND

sold by the State of Virginia on January 9, 1933 for 1931 taxes.

This land was settled 150 years ago. Which would be the best for taxpayers? Sell the farms and take care of these people for years or let them live on the land and take care of themselves?

Virginia is one of our great lumber states. Trees grow very fast there. Had these farmers planted trees on their land 50 years ago they could cut and plant every year and have a perpetual income for all time.

# Betz Gives 18,000,000 Tree Seeds To Kids



School children of Indiana and Illinois will on Saturday share in the distribution of 18,000,000 tree seeds, donated by Frank S. Betz, Hammond's reforestation enthusiast. 3,000,000 seeds for growing the flower known as Love Lies Bleeding will be included.

Mr. Betz has arranged to distribute the seeds at the Hammond Public Library. Simple directions for planting in order to insure success in growing the trees will be published in the Times.

He has investigated past failures on the part of children in attempts at growing trees and attributes the poor results to not following directions in preparing the seed bed or caring for the young trees during the first 60 days.

The tree seed consist of pine, spruce, cedar, camphor, coffee, tea, dogwood, pagoda, etc.

SINCE SEPTEMBER 8, 1931, MR. BETZ HAS SHIPPED OVER 50,000 MORE 2, 3,

and 4 YEAR OLD TREES WITHOUT IT COSTING TAXPAYERS ONE DOLLAR THAN WERE SHIPPED BY THE FORESTRY DEPARTMENTS OF THE STATES OF IOWA, KANSAS, KENTUCKY, MISSISSIPPI, UTAH, CALIFORNIA, AND WASHINGTON COMBINED, ACCORDING TO THE LAST REPORT FROM THE DEPARTMENT AT WASHINGTON, AND NUTS AND TREE SEEDS FURNISHED BY MR. BETZ DURING THE LAST FOUR YEARS PLANTED BY OVER 500,000 PUPILS IN EVERY STATE IN THE UNION.

As an example of the value of trees which could be raised on the 3,000,000 acres of idle land in Indiana, he has the original contract entered into by the City of Attica with a veneer manufacturing firm of Indianapolis, in which sixteen walnut trees growing in the city park were recently sold for \$1,000. Old residents recall when these trees were planted.

—Lake County Times, May 26, 1932.

## PRACTICALLY GIVEN AWAY AT THESE PRICES

ALL TREES FROM 24 TO 30 IN. HIGH Take all you want. Price includes packing and delivery to the express office, or freight depot.

Sold every day at from 3 to 5 times more than we ask. Have your friends join in with you, buy an assortment and divide, and if you want to add many times the cost of the trees to the value of your property, order an assortment of 3 year old trees and plant along side the large ones.

	5	10	25
Trees Trees Trees			
Arbor Vitae, American	\$2.40	\$4.50	\$ 9.75
" " Silver Tip	2.40	4.50	9.75
" " Douglas Golden	2.90	5.25	12.00
" " Gold Tip	2.90	5.25	12.00
" " Globe	2.90	5.25	12.00
" " Hovey's Golden	2.90	5.25	12.00
" " Peabody Golden	2.90	5.25	12.00
" " Pyramidal	2.90	5.25	12.00
" " Siberian	2.90	5.25	12.00
" " Chinese	2.40	4.50	9.75
Blue Cedar, Virg. Glauca	5.00	9.75	22.00
Red Cedar	2.90	5.25	12.00
Cypress, Golden Sawara	2.90	5.25	12.00
" " Plume	2.90	5.25	12.00
" " Green	2.90	5.25	12.00
Juniper, Colorado	5.00	9.75	22.00
" " Golden Tip	5.00	9.75	22.00
" " Savin	4.40	7.75	18.00
" " Prostrate	4.40	7.75	18.00
" " Blue Prostrate	4.40	7.75	18.00
" " Virginia	2.90	5.25	12.00
" " Pfitzer	4.40	7.75	18.00
" " Irish	2.90	5.25	12.00
Pine, Austrian	2.75	6.00	14.00
" " Scotch	2.25	4.25	8.50
Retinospora, Pisifera Aurea	2.90	5.25	12.00
" " Plumosa Aurea	2.90	5.25	12.00
" " Green	2.90	5.25	12.00
Spruce, Black Hill	2.50	4.50	9.50
" " Silver	2.50	4.50	9.50
" " Norway	1.80	3.25	7.25
Shipped from Ohio Nursery.			

### THE LOAD OF LOGS

above will give you an idea of how logging was carried on years ago in Wisconsin, Michigan, Minnesota, and in many other states north of Lat. 42 where they have long cold winters with plenty of snow when the trees stood so thick that you could not drive between them and a logger with \$1000 credit for supplies could go into the woods in July, build his camps, logging roads, cut what hay was required and with 4 teams bank four million feet in a single winter. In the spring the logs were floated down the river to the mills, sawed and the best lumber sold for as low as \$3 per 1000 board feet.

Lumbermen south of Lat. 42 where there is little or no snow know little about lumbering on a large scale with a few men as they did from 40 to 75 years ago.

Today it costs \$500,000 to \$1,000,000 to equip an up to date logging outfit on the Pacific Coast and it costs a fortune to build a saw mill to handle the logs from these large trees up to 2000 years old. In the south where the ground does not freeze single logs are skidded or loaded on trucks and in many instances hauled for long distances which makes lumber very expensive.

Look at your map, run over what was the great lumber district north of Lat. 42 from Maine to the Rocky Mountains where they have long cold winters with plenty of snow and as much as 2 million feet on a single 40 of practically level ground and you will understand why lumber was cheap and why lumber will be cheap again when people wake up, reforest this land and float the logs down streams instead of loading them on cars and hauling them to the mill by train.

There are many reasons why the millions of acres north of Lat. 42 should be reforested. When you think of the state of Illinois throwing away over \$28,000,000 in a single year for freight on lumber, it shows that someone is asleep on the job.

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### EVERGREEN YUCCAS

Beautiful your lawn with a 5-point Yucca Star with Yucca center. The creamy white flowers rise to a height of 6 feet and when planted bloom for years. The seeds are very valuable; great money makers for boys 6 MEDIUM PLANTS \$1.50 LARGE \$2.50

THEY claim that 80% of the visitors will come by automobile. The great NORTH AND SOUTH ROUTE NO. 4, FROM CHICAGO TO FLORIDA CROSSES EVERY EAST AND WEST HIGHWAY FROM THE ATLANTIC TO THE PACIFIC, and Hammond is the last stop with parking space for thousands of automobiles and fast transportation, requiring only 26 minutes to the main entrance.

Parties of four or more can secure accommodations at many of the best residences and see the Fair for less money than they ever spent before on a vacation.

If you intend to visit the Fair, write HOME TOURISTS' CLUB, HAMMOND, INDIANA.

### WHAT THE GREAT SUKKAR DAM

in India and other projects under construction with labor at from 7 to 10 cents per day in treeless, poverty stricken countries of the Far East will eventually mean to American farmers and business men in the farming districts who could not exist without the farmer.

You can read all of the book and magazine articles, listen to those who say, "We lead the world," but how long our farmers can figure on Europe and other countries as purchasers of our grain, cotton, etc., will depend upon what several hundred of the best American engineers now in Russia and the Far East do in the way of turning millions of acres of worthless land which have not produced \$1 for centuries into great wheat and cotton farms.

No one can estimate what it would be worth if our around-the-world travelers who know something about farming and manufacturing would spend some time in the interior of countries they visit so they could tell those at home how OVER HALF OF THE PEOPLE OF THE GLOBE with whom the American farmer must compete sooner or later, live.

Many do not realize that great changes for the better have taken place in foreign countries since the war; nor do they know that in no country outside of the United States have thousands of farmers been unable to make a living on what were the best farms a few years ago and are now compelled to accept charity and that up to 40 years ago people never heard of a community chest or state aid and when farmers could not make a living and pay taxes which were about 10 per cent of what they are today they went to the great "Promised Land" west of the Mississippi and for \$16.50 homesteaded 160 acres worth \$100 per acre, built a sod house, and in a few years became rich. There are no more \$16,000 quarter-sections of farm land available near transportation for \$16.50 and millions living on charity today would gladly go west and homestead but MUST STAY WHERE THEY ARE — for how long no one knows as you will learn further on.

In Indiana many farmers in counties now receiving state aid made more money from the sale of logs, railroad ties, mine props, telegraph poles and firewood when their land was new than they did from crops, but when the trees were gone and their land run down until it was practically worthless and would produce nothing, they could not make a living.

Had someone predicted in 1905 when a few counties in the south part of the state required \$29,950 of state aid that 25 years later 41 counties would be on the list requiring over \$5,000,000 yearly, he would have been considered insane.

What would the great leaders of 40 years ago say if they could come back and see the changes that have taken place in the farming sections of many of our states and, no doubt, if those who today say, "There are enough trees to last while I live — I should worry," could come back in 40 years from now, the chances are many would find their children who are well-fixed today living in countries kept up by taxpayers of other countries.

To get back to the Far East:

While looking over an irrigation system in India I learned that the great Sukkar Dam when completed would open up 6,500,000

acres of richly watered land for cultivation which had not been farmed for centuries.

The dam is now completed and 2,500,000 new farmers will produce 600,000 bales of cotton, 1,500,000 tons of wheat (about 50 million bushels), 500,000 ton of rice, 120,000 ton of oilseed and 300,000 ton of native food and grain much of which will be shipped into markets formerly supplied by us.

The dam, over 4,000 feet long, has 4,500 miles of canals — 2 larger than the Suez — discharging 1,500,000 cubic feet of water per second. Cost — over 120 million dollars.

Remember — the American farmer must eventually compete with this and other great projects in Russia, Manchuria and the Philippines carried out by American engineers with men who earn from 7 to 10 cents daily.

What will these people eventually be able to do when they get thrashing and other modern farm machinery?

If interested in massive irrigating projects and the opening up of territories that have not produced \$1 for centuries, write the Department of Agriculture for Wilson's illustrated work, "IRRIGATION IN INDIA." It will open the eyes of those who say, "We lead the world," when they consider much of this irrigated land produces 3 crops yearly and more from one acre than our farmers raise on 2 and, in some cases, 3 acres.

In China where the soil has been cultivated over 8,000 years, 2½ acres will support a family of 10. The population per square mile is 621; Central China, 839; Japan, 1,238; the United States, 41.

In this country we wait for something to turn up. In foreign countries everyone does something. If nothing more, they turn out goods at ridiculously low prices for their American cousins.

In one section of Hongkong 160,000 people making millions of dollars worth of goods for America live on 160 acres (about 32 city blocks.)

In China it takes 243 man hours to produce one acre of wheat. East of the Mississippi with a single plow it takes 10 man hours. In Montana with a 12-plow tractor and combined thrasher it requires one man hour per acre.

In China it requires 658 man hours at less than one cent per hour for labor to produce one acre of cotton. In Texas, from 35 to 40 man hours.

In Kansas recently I saw one machine cutting and thrashing five acres of wheat every time it went around the field.

In India I saw 21 people harvesting 5 acres with hook knives; between Cairo and Alexandria on the Nile, 40 men and women carrying bundles of grain to the thrashing ground a quarter of a mile away where oxen thrashed the grain by tramping on it.

For thousands of years before the great Assuan Dam which controls the floodwaters of the Nile was completed, but one crop was harvested yearly. In the valley they now harvest 3 crops. The dam cost over \$60,000,000 and the 2 extra crops, the first year, paid for it.

There is no doubt that American engineers will eventually teach these people how farming and manufacturing are carried on in this country and the time will come when the land now being opened up with cheap labor between Europe and the Pacific will produce all the grain and cotton Europe requires, but they will never be able to sell LUMBER AS CHEAP AS WE CAN IF WE GROW THE TREES ON OUR MILLIONS OF ACRES NOW PRODUCING NOTHING ON WHICH ONLY TREES WILL GROW.

The people in the Far East as well as in Europe are waking up. In no country did I see as much improvement in 12 years as in Japan on my last trip.

## HOW \$1 WILL MAKE \$50 SHOULD BE IN EVERY GARDEN

\$1 buys 12 Giant Hybiscus which grow 7 feet high, bloom for weeks every year, and have as many as 92 beautiful 6 to 10-inch flowers at one time — like the wild rose.

These Hybiscus will produce thousands of seed which, if planted, sell when 2 years old for 25 cents each. Great money maker for boys.

## Black Walnut Trees, 17 Months Old, Raised From Seed by the Hammond Park Board

at a cost of less than 40 cents for each 100 trees, will grow over 2 feet each year and produce from 5,000 to 20,000 nuts yearly for the children to crack and eventually each tree will sell for \$50 to \$75 for lumber and veneer.

If you are a business or professional man and you would like to be remembered, order 1,000 stratified walnuts or walnut, evergreen or other trees for your park and along the highways which will be remarked about every day and for years after you pass away, or turn them over to our Superintendent of schools for the kiddies to plant.

Read Mr. Turner's letter of Sept. 1st, 1931, 1931.

My dear Mr. Betz:

The 16,000 walnuts purchased from you have developed into trees about 20 inches high and we will have trees sufficient to plant 75 acres.

I have observed your activity in reforestation for the past five years. You are doing a work that will prove of enduring value. I most heartily commend you and your hobby to all those interested in the welfare of our country.

Very Truly yours,

HAMMOND PARK BOARD

(Signed) A. M. Turner, Pres.

